

Prep your Microsoft environment for an identity-based attack. [Book an identity exposure gap analysis today.](#)

VECTRA

Platform ▾

Customers ▾

Research & Insights ▾

Resources ▾

Partners ▾

Company ▾

[Contact Us](#)[Free Demo](#)[◀ Back to all news releases](#)

Vectra announces 104% growth in annual recurring revenue during 2018

Vectra today announced that it grew annual recurring revenue in 2018 by 104%, compared to 2017.

During the second half of 2018, Vectra announced an important technology partnership and AI product integration with Microsoft Azure to protect enterprise customers in the cloud. Vectra also appointed two senior executives to drive global expansion and was honored with significant industry recognition from leading global organizations and analyst firms.

Additionally, Vectra introduced Cognito Recall, the industry's first network-focused threat-hunting and incident-response product. A comprehensive source of enriched metadata, Cognito Recall empowers security analysts to conduct conclusive incident investigations and perform AI-assisted threat hunting.

"Vectra continues to drive triple-digit revenue growth," said Hitesh Sheth, president and CEO of Vectra. "And our customer growth, expansion of the Cognito platform, technology integrations, and industry recognition demonstrate that we are leading the transformation of cybersecurity using AI."

Second-half 2018 highlights

From July through December 2018, major accomplishments and drivers to the Vectra business have included:

- A technology integration with Microsoft Azure. The Cognito platform detects hidden cyberattackers in native Microsoft Azure cloud environments with virtual sensors running in Azure that integrate with the Azure Virtual Network Terminal Access Point (TAP). This integration enables Vectra to provide complete cyberattack visibility – without requiring agents – into enterprise network traffic and Azure cloud workloads.
- Bolton NHS Foundation Trust selected the Cognito threat-detection and response platform from Vectra to expose hidden attackers inside its network. The Cognito platform utilizes AI and always-learning threat behavior models to mitigate security risks that could impact clinical care, operations and patient safety.
- Expansion of its leadership team with the appointment of two senior executives. Jennifer Wang is vice president of customer success, leading the effort to strategically align and expand the Vectra customer success team as the company grows across the international marketplace. As vice president of human resources, Aaron Bean is responsible for all aspects of HR leadership at Vectra and directs the HR team worldwide, focusing on the attraction, development and retention of talent at all levels of the organization.

Industry recognition

- Ranked 116th on Deloitte's Technology Fast 500™, a ranking of the 500 fastest-growing technology, media, telecommunications, life sciences and energy tech companies in North America. Vectra grew 1,099 percent from 2014 to 2017.
- Named a Red Herring 2018 Top 100 Global company in recognition of leading private companies from North America, Europe, and Asia. Companies on the Red Herring Top 100 list are chosen based on technological innovation, financial performance, business strategy, and market penetration.
- Positioned by Enterprise Management Associates (EMA) as a Value Leader and Technology Innovator in its report, "EMA Radar for Network-Based Security Analytics." Vectra was recognized for its industry-leading Cognito platform, which enables security operations teams to detect cyberthreats in real time and perform AI-assisted threat hunting.
- Presented with the 2018 Visionary Innovation Leadership Award for internet-of-things (IoT) cybersecurity by the growth partnership firm of Frost & Sullivan. The award was presented to Vectra as a result of independent research and in-depth analysis by Frost & Sullivan.
- Recognized as an IDC Innovator by International Data Corp. for integrating network threat-detection and response into virtualized environments, endpoint detection and response (EDR), security information and event management (SIEM), and other security ecosystem defenses to provide automated detection and containment.

Cognito Detect and its AI counterpart, Cognito Recall, are cornerstones of the Cognito platform. Cognito Detect automates the real-time detection of hidden attackers while giving Cognito Recall a logical starting point to respond by using AI-assisted threat hunting and conducting conclusive incident investigations.



Vectra AI Recognized on the First-Ever CRN AI 100 List

[Read news release](#) >



静岡県西部に事業展開する「遠鉄グループ」 Vectra AIのNDRを採用

静岡県浜松市を中心に鉄道やバスなどの運輸事業から総合生活産業として事業を展開する遠鉄グループ株式会社がグループ全体のネットワークセキュリティ強化のためにVectra AIのNDR (ネットワーク検知・対応) ソリューションを採用したと発表しました。

[Read news release](#) >



Vectra AI Named to CRN's 2024 Security 100 List


[Read news release](#) >

AI Platform


Vectra AI Platform

The integrated signal for extended detection and response (XDR)

Detect – Prioritize – Investigate – Respond



Public Cloud



[Learn more](#)



SaaS



[Learn more](#)



Identity



[Learn more](#)



Network



[Learn more](#)



Endpoint



Our
Technology
Partners



Managed Extended Detection & Response Services

[Learn more](#)

[Explore the Platform](#)



Platform	Use Cases	Hybrid Attack Types	Industries	Customers	Partners	Contact Us	
Public Cloud	SOC MODERNIZATION	Account Takeover	Critical National Infrastructure	Customer Stories	Become a Partner	support@vectra.ai	
SaaS		EDR Extension	Energy & Utilities	Support Hub	Partner Overview	Headquarters 550 S. Winchester Blvd. Suite 200 San Jose, CA, USA 95128	
Identity		IDS Replacement			Advanced Persistent Threats		MSSPs
Network		PCAP Replacement			Data Breach		Knowledge Center
Endpoint	SIEM Optimization	Nation State Attacks			Product Releases		VARs & Distributors
Managed Extended Detection & Response Services	Signature + AI-driven Detection	Ransomware	Healthcare	Professional Services	Partner Portal Login		
See our Integrations	CYBER RESILIENCE	Supply Chain Attacks	Higher Education				Managed Extended Detection & Response Services
Our AI		Cloud Identity Protection	Hybrid Attacks Progressions	Pharmaceutical & medical	Research & Insights		Company
		Cloud Control Plane Protection		Real Estate		About Us	
		Vectra AI Detections		Cloud Posture Improvement		Retail & Wholesale	
Product in Action		Zero-day Exploit	Telecom	Resources	Board of Directors		
		Spear Phishing			Investors		
			MFA Bypass		Blog		
		RISK MANAGEMENT	Credential Stuffing		Blog		
Vectra AI Platform Video Demo	OT Environment Risk	Sunburst		Resource Center	Careers		
Vectra AI Platform Tour	Critical Infrastructure Risk	Live off the Land		Events and Webinars			
Stop a hybrid attack tour	Remote Workforce Risk						
Stop a ransomware tour	See all Use Cases						
Stop an AWS attack tour							

[Data Processing Agreement](#)

[Terms of Service](#)

[Terms of Use](#)

[Trademarks](#)

[Trust Center](#)

[Privacy Policy](#)

[Vectra Ethics Hotline](#)

[Contact Vectra AI, Inc. AI experts here](#)